

Message Text

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E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION
SUPPORT EQUIPMENT -- UNITED KINGDOM

REF: STATE A-2719

1. STRATFORD UK STUDY GENERALLY GOOD. COMMEND ADDITION
INFORMATIVE TABLE 8. SOME CLARIFICATION AND ADDITIONAL
INFORMATION NECESSARY FOR COMMERCE ACCEPTANCE OF STUDY AND
APPROVAL FINAL PAYMENT. QUESTIONS LISTED PARAS 2 TO 7 BELOW.
REQUEST STRATFORD SUBMIT TO EMBASSY BY OCTOBER 9 SAME NUMBER
OF COPIES OF SUPPLEMENTARY INFO AS REQUIRED FOR FULL STUDY.
ONLY TWO COPIES OF TRADE LIST ARE NECESSARY.

2. TABLE 2: STATISTICAL DISCREPANCIES WHICH CANNOT BE
ATTRIBUTED TO ROUNDING APPEAR IN 1971 FIGURES (DOLLARS, POUNDS,
AND PERCENTAGES) FOR GROUND INSTALLATIONS. PLEASE SUBMIT
REVISED FIGURES.

3. TABLE 5A: SHOW BREAKDOWN FOR INTERNATIONAL SCHEDULED,
INTERNATIONAL NON-SCHEDULED, AND ALL OTHER MOVEMENTS PER
APPENDIX H-1 OF SPECIFICATIONS.

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4. BRITISH AIRWAYS, PP. 52FF: PLEASE PROVIDE 1973 (YEAR

ENDING IN MARCH) FIGURES FOR REVENUE, PASSENGER-MILES, AND FREIGHT TON-MILES FOR ALL RPT ALL DIVISIONS OF BA SINCE THE AIRLINE IS NOT DISCUSSED IN THIS DETAIL AS A DOMESTIC AIRLINE.

5. MAINTENANCE (SPECS. 3.33.03 C AND D, 3.33.06): GIVE DETAIL, AS REQUIRED IN SPECIFICATIONS, ON BUDGET FORECASTS FOR MAINTENANCE EQUIPMENT AND ON MAINTENANCE AGREEMENTS WITH OTHER AIRLINES. BRITISH AIRWAYS IS KNOWN TO HAVE A NUMBER OF AGREEMENTS WITH AIRLINES IN OTHER COUNTRIES FOR OPERATION AND MAINTENANCE.

6. PAGE 76: AIRWORK SERVICES IS MENTIONED AS MAJOR FBO IN PARA AT MIDDLE OF PAGE BUT FAILS TO APPEAR IN LIST AT TOP OF PAGE. PLEASE CLARIFY.

7. MAJOR PROSPECTIVE CUSTOMERS TRADE LIST: ENTRY FOR MINISTRY OF DEFENSE IS UNCLEAR. APPEARS TO BE TWO SEPARATE DEPARTMENTS. IF SO, LIST THEM AS TWO SEPARATE ENTRIES WITH A KEY CONTACT, AND HIS TITLE, FOR EACH. KEY CONTACT ALSO MISSING FROM EASOMS. PLEASE RESUBMIT MAJOR PROSPECTIVE CUSTOMERS LIST INCLUDING MISSING INFORMATION. INGERSOLL

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